

Message Text

UNCLASSIFIED

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 071221Z APR 76
FM AMEMBASSY WARSAW
TO USDOC WASHDC
INFO SECSTATE WSHDC 0681

UNCLAS WARSAW 2139

COMMERCE PASS BEWT/TPD

E.O. 11652: N/A
TAGGS: BEXP, PL
SUBJECT: TECHNICAL SALES SEMINAR-PLANNING

REF: (A) USDOC 04384, (B) STATE 079711, (C) USDOC 04866

1. OF THE LIST OF POSSIBILITIES CONTAINED IN REF A, AIRPORT
FACILITY EQUIPMENT THEME IS MOST SALABLE.
POLAND PLANS TO CONSTRUCT A NEW INTERNATIONAL AIRPORT
WHICH IS SCHEDULED TO BE COMPLETED DURING THE CURRENT
5-YEAR PLAN PERIOD. SEPTEMBER TIMING APPEARS GOOD.

2. SECOND RANKING THEME IS PLASTICS PRODUCTION
EQUIPMENT. THE POLISH PACKAGING INDUSTRY IS INTERESTED
IN PURCHASING EQUIPMENT AND TECHNOLOGY FOR THE MANU-
FACTURING OF MULTI-LAYER PLASTIC PACKAGING MATERIALS.
THE BEST TIMING FOR THIS PROPOSED SEMINAR WOULD BE
SEPTEMBER 12-19, IN POZNAN, DURING THE AUTUMN POZNAN
INTERNATIONAL FAIR, WHICH WILL INCLUDE A SPECIAL
PACKAGING EXHIBITION.

3. THE CONTAINERIZATION THEME RANKS THIRD. IT IS
ALSO A VISIBLE THEME WHICH TIES IN, TO A GREAT EXTENT,
WITH THE SEPTEMBER POZNAN FAIR. BEST TIMING WOULD
BE SEPTEMBER 12-19.

4. THE PHARMACEUTICAL AND/OR MEDICAL EQUIPMENT TSS,
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PROPOSED IN REF B, DOES NOT APPEAR TO BE A VIABLE

THEME FOR 1976. MORE DEFINITE DETAILS WILL BE SUBMITTED TO BEWT UPON COMPLETION OF THE SALMED EXHIBIT TO BE HELD IN POZNAN APRIL 11-15.

5. WITH REGARD TO THE PROPOSED BDO IN POZNAN DURING SEPTEMBER, (REF C), PLEASE BEAR IN MIND THAT IN VIEW OF THE ORGANIZATIONAL AND PREPARATORY EFFORTS WHICH MUST BE MADE LOCALLY TO ACHIEVE A SUCCESSFUL EVENT IT IS NOT FEASIBLE TO HOLD TWO EVENTS, I.E. A TSS AND A BDO, SIMULTANEOUSLY, UNLESS THEY ARE THEMATICALLY IDENTICAL OR COMPARABLE.

6. APPROXIMATE RENTAL AND CONSTRUCTION COSTS FOR THE PROPOSED BDO ARE 12,000 U.S. DOLLARS. ADDITONAL DATA REQUESTED REF C WILL BE SUMITTED AS SOON AS POSSIBLE.
DAVIES

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NNN

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